

Subject: Re: Black Knight Patrol - PBID Proposal
From: Alan Johnson <AlanJ@Victory-Group.com>
Date: 02/14/2017 10:39 AM
To: Lorena Parker <lparker@sanpedrobid.com>
CC: Eric Eisenberg <ericeoban@gmail.com>, Ben Schirmer <ben@hcbf.org>, "Greg Morena" <greg@thealbright.com>

Lorena-

Why didn't we have them bid on what we are getting from universal? Let's be sure when we get the bid from Block by Block we do apples and apples and let's get back to Black Knight to bid on 152 hours and see if there is a volume discount.

Alan

On Feb 14, 2017, at 10:05 AM, Lorena Parker <lparker@sanpedrobid.com<<mailto:lparker@sanpedrobid.com>>> wrote:

Yes. Their proposal is for 108 hours of service per week. We are currently using 152 hours per week.

If we used the same number of hours their total would be \$3,344/week or \$173,888/year.

Lorena Parker
Executive Director
San Pedro Property Owners' Alliance
San Pedro Historic Waterfront
Business Improvement District
390 W. 7th Street | San Pedro, CA 90731
T 310.832.2183 | F 310.832.0685
Lparker@sanpedrobid.com<<mailto:Lparker@sanpedrobid.com>>
www.sanpedrobid.com<<http://www.sanpedrobid.com>>

On Mon, Feb 13, 2017 at 4:13 PM, Alan Johnson <AlanJ@victory-group.com<<mailto:AlanJ@victory-group.com>>> wrote:

Lorena-

No I'm not suggesting we change companies but rather we get some bids to see if what we are paying is competitive with other service providers. We should do this on a regular basis with all our large vendors as we have a fiduciary responsibility to our members to get the best value we can.

But more importantly in reviewing the bid it looks like Black Knights is offering to do the work for \$2,376/week or \$123,552/year vs. Universal's \$157,412/year which works out to \$3,027/week. Am I missing something here?

So yes, please get a bid from Block by Block.

Alan

From: Lorena Parker [<mailto:lparker@sanpedrobid.com><<mailto:lparker@sanpedrobid.com>>]
Sent: Monday, February 13, 2017 3:56 PM
To: Alan Johnson <AlanJ@Victory-Group.com<<mailto:AlanJ@Victory-Group.com>>>
Cc: Eisenberg, Eric (ericeoban@gmail.com<<mailto:ericeoban@gmail.com>>); Ben Schirmer <ben@hcbf.org<<mailto:ben@hcbf.org>>>; Greg Morena (greg@thealbright.com<<mailto:greg@thealbright.com>>)
<greg@thealbright.com<<mailto:greg@thealbright.com>>>
Subject: Re: Black Knight Patrol - PBID Proposal

Alan,

Re: Black Knight Patrol - PBID Proposal

We paid them \$157,412.70. I know Block by Block and they will be much more expensive. I have not tried them. Are you suggesting we change companies?
Universal Protection Service

157,412.70

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On Mon, Feb 13, 2017 at 3:18 PM, Alan Johnson <AlanJ@victory-group.com<<mailto:AlanJ@victory-group.com>>> wrote:

Lorena-
What did we pay universal in 2016? Also did you get a bid from the firm Eric suggested? I think it was called Block by Block.
Alan

From: Lorena Parker [<mailto:Lparker@sanpedrobid.com><<mailto:Lparker@sanpedrobid.com>>]
Sent: Monday, February 13, 2017 1:05 PM
To: Alan Johnson <AlanJ@Victory-Group.com<<mailto:AlanJ@Victory-Group.com>>>

Subject: Fwd: Black Knight Patrol - PBID Proposal

Alan,

Here you go.

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----- Forwarded message -----

From: Joe Pielago <jpielago@sanpedrobid.com<<mailto:jpielago@sanpedrobid.com>>>
Date: Fri, Feb 10, 2017 at 9:50 AM
Subject: Fwd: Black Knight Patrol - PBID Proposal
To: Lorena Parker <Lparker@sanpedrobid.com<<mailto:Lparker@sanpedrobid.com>>>

San Pedro Property Owners' Alliance<<http://www.sanpedrobid.com/>>
Joe Pielago
Tourism and Operations Manager

e: jpielago@sanpedrobid.com<<mailto:jpielago@sanpedrobid.com>>
o: 310-832-2183
c: 310-701-2980

Re: Black Knight Patrol - PBID Proposal

----- Forwarded message -----

From: Manuel Jimenez

<manuel.jimenez@blackknightpatrol.com<<mailto:manuel.jimenez@blackknightpatrol.com>>>

Date: Fri, Feb 10, 2017 at 8:06 AM

Subject: Black Knight Patrol - PBID Proposal

To: Joe Pielago <jpielago@sanpedrobid.com<<mailto:jpielago@sanpedrobid.com>>>

Good Morning Joe,

I have attached the requested quote to the email , please let me know if you have any questions.

I have many letters of reference /recommendation I can provide upon request or even put together a presentation for your board.

I hope to hear back from you soon and look forward to working with your team.

Best regards,

Manuel Jimenez

Director of Security

Black Knight Patrol

213-985-6499

manuel.jimenez@blackknightpatrol.com<<mailto:manuel.jimenez@blackknightpatrol.com>>

[www<<http://www.blackknightpatrol.com/>>.blackknightpatrol.com<<http://www.blackknightpatrol.com/>>](http://www.blackknightpatrol.com/)

[<https://docs.google.com/uc?export=download&id=0B7yYC68JwCqwT1E1ZG1KdXFPak0&revid=0B7yYC68JwCqwSjZld1Y3WC9paE00V2FFT2Jka29aVkp5SmRnPQ>]

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